

Message Text

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PAGE 01 WARSAW 02234 101632 Z

45 41

ACTION COME-00

INFO OCT-01 EUR-06 ADP-00 XMB-01 RSR-01 RSC-01 EB-05 AS-01

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P 101623 Z MAY 73

FM AMEMBASSY WARSAW

TO SECSTATE WASHDC PRIORITY 3861

UNCLAS WARSAW 2234

E. O. 11652: N/ A

TAGS: ETRD, ESTC, PL

SUBJECT: BID OF A. EPSTEIN COMPANIES FOR CONSTRUCTION OF
POLISH MEAT PLANTS

PASS FOR INFO TO EXIM AND COMMERCE

DEPARTMENT REQUESTED TO TELEX OR CABLE FOLLOWING MESSAGE
IMMEDIATELY:

TELEX 25-4314

MR. RAYMOND EPSTEIN

CHAIRMAN OF THE BOARD

THE A. EPSTEIN COMPANIES, INC.

2011 W. PERSHING ROAD

CHICAGO, ILLINOIS

ON RECEIPT OF YOUR TELEX THIS AFTERNOON (MAY 10), I
INFORMED POLIMEX DIRECTOR PSZCZOLKOWSKI IN ACCORDANCE WITH
YOUR WISHES. (NEITHER LACHOWSKI NOR HILKNER AVAILABLE).
PSZCZOLKOWSKI, WHO APPEARS FULLY FAMILIAR WITH DETAILS
OF BIDDING, CLAIMED ALL BIDDERS WERE INFORMED RELATIVELY
LONG AGO OF CHANGE IN PLANS WHICH NOW CALLS FOR DELIVERY
OF TWO 60,000 TON PLANTS BY END 1974. OTHERWISE, HOWEVER,
IN RESPONSE TO YOUR MESSAGE, HE REMAINED NONCOMMITAL,
SAYING ONLY THAT PROPOSALS OF ALL BIDDERS NOW WERE BEING
CHECKED AGAIN, DURING WHICH TIME THEY WOULD TAKE INTO
ACCOUNT " THE VARIOUS POSSIBILITIES" OF EACH BIDDER
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(I. E., WHAT EACH ONE PROPOSED TO DO). HE SAID DECISION
WOULD BE MADE IN NEXT FEW DAYS.

VICE MINISTER OF FOREIGN TRADE TOLD AMBASSADOR DAVIES
AND ME THIS MORNING THAT, IN RESPONSE TO AMBASSADOR' S REITERA-
TION OF OUR STRONG INTEREST LAST WEEK IN THIS MATTER,
HE HAD CONTACTED MEAT INDUSTRY AND FOREIGN TRADE OFFICIALS AND
HAD BEEN TOLD THAT THEY WERE CONCERNED BY RECENT INCREASE
IN EPSTEIN' S PRICE. WE NOTED THAT WE UNDERSTOOD FROM YOU
THAT PRICE INCREASE WAS DIRECT RESULT OF MANY EXTRA ITEMS
ADDED TO PACKAGE AT LAST MINUTE BY POLISH SIDE, WHICH,
ALTHOUGH INDIVIDUALLY MINOR, HAD ADDED UP TO CONSIDERABLE
SUM. VICE MINISTER SAID HE UNDERSTOOD THIS, BUT NOTED
POLISH SIDE FELT PRICE INCREASE HAD BEEN DISPROPORTIONATE
TO NEW ITEMS ADDED.

RE COST OF FINANCING, MIGHT EPSTEIN COMPANIES HAVE
ACCESS TO EUROMARK FINANCING, WHICH MIGHT ENABLE OFFERING
MORE ATTRACTIVE INTEREST RATE ON COMMERCIALY- FINANCED
PORTION OF YOUR PACKAGE? YOU MAY WISH TO CONTACT
COMMERCE DEPARTMENT FOR FURTHER INFORMATION IN THIS
REGARD.
SCHMIDT, AMERICAN EMBASSY WARSAW.
DAVIES

NOTE BY OC/ T: NOT PASSED ABOVE ADDRESSEE.

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NMAFVVZCZ

*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

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